

Buffalo Region Management Meeting
July 28, 1998 - July 30, 1998
Alexandria Bay - Thousand Islands

Day One - July 28, 1998

Time	Topic	Presenter
1:00 PM - 2:00 PM	Region Recognition and Awards Program	Bill Roth
2:00 PM - 3:00 PM	Succession Planning Career Development Program Position Development Program	Bill Roth
3:00 PM - 5:00 PM	Safe Passage Group Financial Planning	Laura Banasiewie ^{cz}

Day Two - July 29, 1998

8:00 AM - 12:00 Noon	Breakout Meeting Share Best Practices - 3 P's Achievement	DMs/RMs KAMs/AMs
1:00 PM →	Entertainment!	

Day Three - July 30, 1998

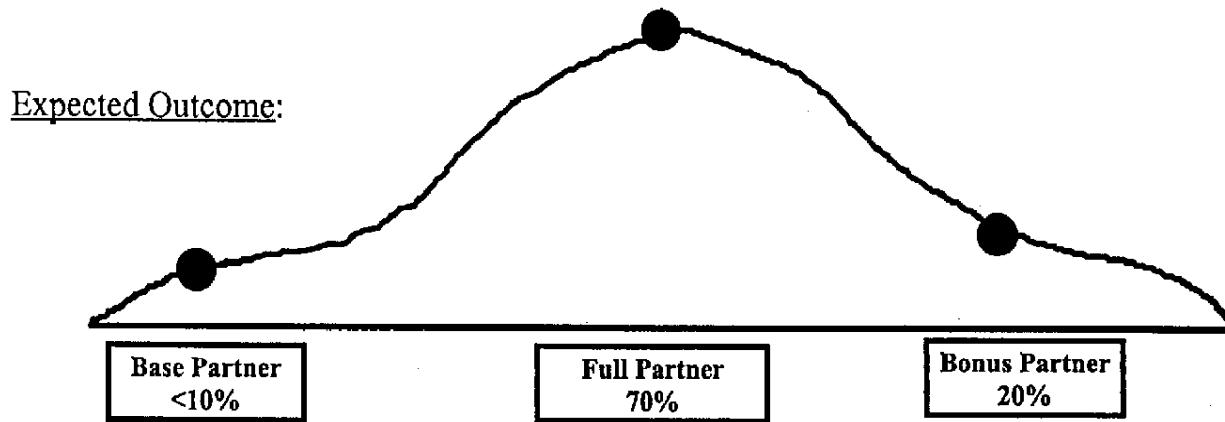
8:00 AM - 12:00 Noon	Group Meeting	
8:00 AM - 9:00 AM	Region Business Issues/Opportunities.	Steve Callaghan
9:00 AM - 12:00 Noon	General Discussions (See Attached)	Group
1:30 PM	Depart	

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Group Discussion Topics

1) Discuss New World (New Contracts/PRP) Status/Learning YTD



- Discuss Bonus Partner Expectations
- PRP Level across the chain in a mixed situation will be based on the “bucket” that 80% or more of the stores fall into.

2) Recognition Program Game Plan (to be National Program)

- Take down to SRs/RRs
 - DMs/RMs provide write-ups for nominations and used to select winners
 - Provide pictures of people and accomplishments for video show at annual meeting
 - Stay within local Performance Award budget
 - Large percentage of money allocated to RR/SRs

3) Succession Planning, Career Development, Position Development Programs

- Take down to SRs/RRs

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- 4) Sharon Schwalm - Test Program
- 5) Retailer "Folder" Program - to become a National Program!
- 6) Region Diversity Plan/Objectives
- 7) Direct Account Promotion Tracking (Reporting to MSA)
- 8) Turn Key Programs
 - Expectations for the Retailer
 - Expectations for Retail Reps

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